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Business

Partners in business



Photos by Michael Gallacher/Missoulian

ABOVE: Chen Johnson of Wuhan, China, photographs blue-stained wood at Missoula's Sustainable Lumber Co. showroom Monday morning. Johnson joined a delegation of Chinese builders and lumber brokers on a tour of Idaho and Montana looking for business opportunities in the wood products industry. **BELOW: Ryan Palma of Sustainable Lumber,** left, with help from interpreter Xu Fang, explains his company's product line to the delegation of Chinese visitors.



Names and Faces

Heather Lambott will be the new clinical director at the Helena SurgiCenter effective April 1.



Lambott

Lambott graduated from Carroll College in 2006 with a bachelor's degree in nursing. She has worked as a perioperative nurse at the Helena SurgiCenter since her graduation. A native of Fort Benton, Lambott has been in Helena since 2002. Lambott will oversee clinical operations at the Helena SurgiCenter, which is a multispecialty surgery center in Helena.

Kris Roberts has recently joined Stockman Bank as a real estate loan officer. Roberts will be originating real estate loans and assisting clients with their lending needs. She will be available to help clients with their



portfolio.

A Montana native, Roberts is active in the community and volunteers with the Helena Association of Realtors and the Helena Building Industry Association.

Roberts is located at 5 W. Lyndale Ave. and may be reached at 447-9015. For more information, visit www.stockmanbank.com.

Jennie Nemec, RN, is the new Emergency Department director for St. Peter's Hospital. She has been employed at St. Peter's since 1989 in staff, educational and leadership roles and was previously the hospital's manager of Emergency Services prior to working as the Trauma Systems manager for the state Department of Public Health and Human Services.

A native of Bozeman, Nemec earned her Bachelor of nursing degree from Montana State University and completed the Emergency Nursing Program at the University of California at San Francisco. She is a member of the Emergency Nurses Association and the American Trauma Society.

Jennifer Zody, RN, has accepted the position of Medicaid clinical services manager



Health. Zody, a long-time employee with Mountain-Pacific as nurse coordinator with the Personal Assistance Program, took the helm as manager on Feb. 4, and will oversee and manage the Personal Assistance Services, Durable Medical Equipment, Medicaid Acute, Home Health and Developmental Disabilities contracts.

Zody attended Montana State University-Bozeman, where she received her RN degree.

Gladys Considine has been appointed to the Mountain-Pacific Quality Health board of directors. Considine joins the 20-member board as one of two consumer representatives.

Much of Considine's professional and volunteer work has centered on enhancing and improving the lives of senior citizens and their families. She has served as a field representative for the National Committee to Preserve Social Security and Medicare and as a board member of the Older Women's League. Additionally she was appointed to the Montana Governor's Advisory Council on Aging, having served as chair since 2009. She has travelled to numerous states to present information on issues associated with aging, especially retirement income security issues, older women's

Tammy Copenhaver has recently joined Mountain-Pacific as a technical specialist.

Copenhaver is responsible for using various software applications to develop tracking systems, dashboards and other reports geared toward assisting Mountain-Pacific with monitoring performance and meeting contractual mandates. She will use her technical expertise to improve processes and make program services more efficient. She also manages various projects pertaining to contract compliance. Formerly, Copenhaver served the Montana Medical Association as the member and association services director, where she was responsible for database administration and management, and membership recruitment and retention.

Michael Huntly, RN, BSN, has joined the Mountain-Pacific team as RN reviewer for the Medicaid contract, where he will perform clinical review to evaluate the medical necessity for requested equipment or medical or surgical procedures. He



Copenhaver



Huntly

necessity and appropriateness of mode of travel.

Huntly comes to Mountain-Pacific from the Montana Department of Public Health and Human Services, where he worked from 2003 through 2012 as public health program officer, health care facility surveyor and, most recently, Medicaid managed care program officer. He also worked as health educator/clinical coordinator/resource office with the Lewis and Clark County Health Department.

Huntly received his bachelor's degree in nursing science from North Michigan University.

Awards and Announcements

The Montana Department of Commerce is awarding a total of nearly \$36,000 to five Montana Main Street communities, one of which is a brand new member to the program — the city of Helena. Helena was awarded \$7,500, which the city of Helena plans to use to conduct a property tax analysis and revenue mapping project to better understand the value of downtown development and investments made in the downtown commercial district. The project will include the creation of a citywide set of maps demonstrating land area, property valuation with revenue production charts, collaborative GIS training and

Asian importers meet with Montana wood-product manufacturers

By **MARTIN KIDSTON**
Missoulian

MISSOULA — Blue-stained pine and beetle-killed trees dominated the morning discussion at a local business Monday, where a delegation of Chinese and South Korean wood importers continued their Montana tour.

With tariffs placed on wood exports from Russia and logging limitations in China, members of the trade mission spent the day in western Montana, looking to make new contacts and diversify their offering of wood products in overseas markets.

"The forest materials in Montana are a good fit for our Chinese market," said Wu Zhi Xi, general manager of the Shanghai Daonuo Industry Co. "China has a high demand for forest resources. For Montana, this is really good."

Xi, from Shanghai, represented one of the largest buyers traveling with the trade delegation. Like his peers, he has worked with suppliers from Washington and Oregon, but had little knowledge about the products offered in Montana.

China's own demand for wood is large and growing, Xi said, and importers are looking to enter new markets. Showcasing Montana wood products to Chinese customers could help meet demand back home, satisfying producers and buyers on both ends.

"Given China's projected growth rate over the next five to 10 years, the demand for wood products will increase 20 percent," Xi said. "Through this mission, I definitely want to further my business relationship with Montana companies."

Monday's visit to the Sustainable Lumber Co. showroom in Missoula marked the third day of the delegation's Montana tour, which saw stops at Pyramid Mountain Lumber in Seeley Lake and Tricon Timber in St. Regis.

Company leaders also joined the University of Montana's College of Forestry and Conservation, along with the Montana Department of Natural Resources, at Lubrecht Experimental Forest over the weekend.

Xu Fang, director of Shanghai-based American Softwoods, said the feedback from delegates has been both positive and eye opening. With new contacts made, he believes many representatives will look to buy Montana products to satisfy customers back home.

"They didn't understand the lumber quality on this side of the Rocky Mountains," Fang said. "Before, there were questions about transportation costs and markup. But they feel that can be offset by the high quality of Montana products."

"We have the capability to ramp up or increase production, but it's all a function of what we can bring into the plant site, as far as raw materials go."

Gordy Sanders, Pyramid Mountain Lumber

Craig Rawlings, president and CEO of the Forest Business Network, said the delegates represent 16 companies responsible for roughly 15 percent of all wood products imported to China and Korea, amounting to nearly \$300 million annually.

The Asian demand will continue to grow, he said, marking a new opportunity for wood-oriented businesses in Montana.

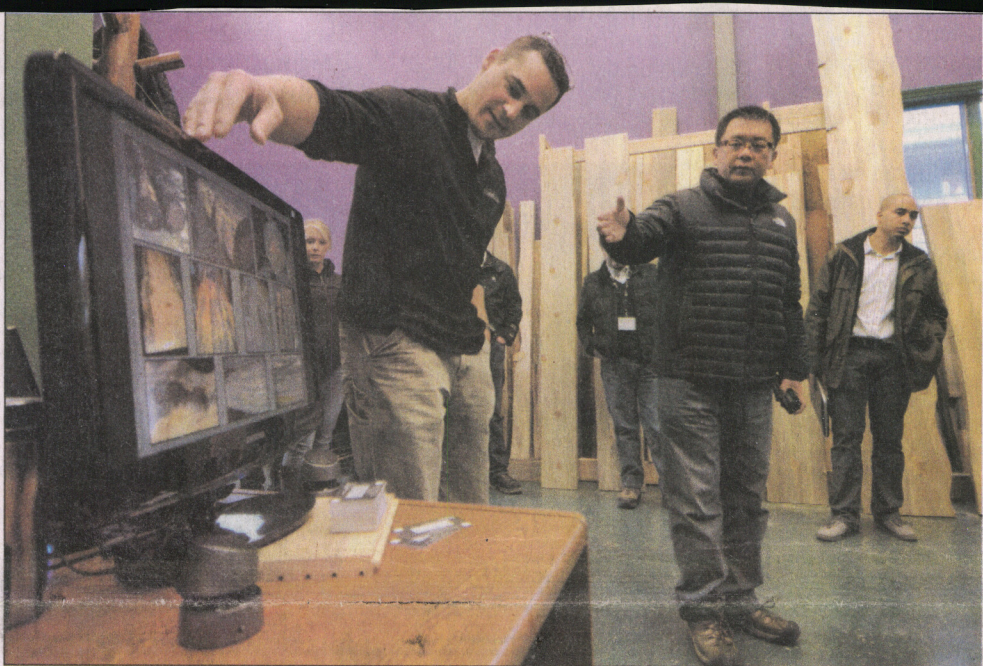
"China, in particular, has never used wood in construction, but in the last few years, they keep using more," Rawlings said. "It's not like we're competing for a market that already exists, or trying to place wood against concrete — it's a brand-new market for us."

The recovering U.S. economy and the resurgence of the housing market prompted delegates to question the output capacity of Montana's wood producers and their ability to meet local — and international — demand.

Ryan Palma of Sustainable Lumber told visitors Monday that his company already was sold out six weeks in advance. Sustainable Lumber currently produces 60,000 board feet of flooring each month, though Palma said they plan to increase their capacity to 100,000 board feet in the months ahead.

Despite questions over capacity, Rawlings said adding customers in new Asian markets was something local suppliers won't likely overlook. He cited several Idaho companies that have sold to China for several years. They set record profits because of it, despite the economic woes of the U.S.

"With the local lumber market going up now, a lot of Montana mills aren't going to want to sell a whole lot to these new (Asian) markets," Rawlings said. "But I think they're all smart enough to get 5 to 10 percent of their portfolio going into new markets to stabilize their sales program."



Arnie Sherman, executive director of the Montana World Trade Center at the University of Montana, met the delegation in Idaho at the Small Log Conference, hosted by the Forest Business Network.

The buyers are looking to diversify their product offerings, and Sherman believes they've found promise in Montana.

Before their arrival, he said, the delegates had little knowledge of the expansive forests sweeping inland from the Pacific coast.

The Canadians, Sherman added, had told Asian buyers that few if any worthwhile wood products could be found south of the border. The buyers have learned otherwise over the past few days.

"They were surprised to see what we offer," said Sherman. "We're very excited about the potential of long-term relationships and building new partnerships in this (Asian) market."

Gordy Sanders, manager of Pyramid Mountain Lumber, said the delegation's morning visit went well. While the Seeley Lake mill currently has more customers looking for product than it has lumber to sell, he said, it never hurts to distribute materials across multiple markets.

"Hopefully, as part of this reverse trade mission, and between the different companies and businesses they visited in Montana and Idaho, they'll find opportunities to provide some short- and long-term needs," said Sanders.

Sanders said the plant, which employs around 150 workers, has the ability to ramp up production now. But doing so is a decision based on several factors, including the availability of raw resources — the size and species of wood, and the cost.

Sanders wasn't aware of any Montana mill currently running at full capacity.

"We have the capability to ramp up or increase production, but it's all a function of what we can bring into the plant site, as far as raw materials go," Sanders said. "That's the limitation that keeps us at the operational level we're at. All mills in Montana would look to increase production if the materials to support that were to increase."

goal of homeownership, refinancing, or utilizing their home as a tool for further investment options.

Roberts brings 17 years of banking experience to the position, which includes conventional loans, FHA loans and VA loans for new home purchases and refinancing. Her past experience will help Stockman Bank expand its real estate loan



Roberts

with Mountain-Pacific Quality



Zody

issues and the issues affecting rural aging populations.

will also review out-of-state travel requests by determining medical

Helena One pair of community presentations to report th

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April 2013

March 2013						
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Sun	Mon	Tue	Wed	Thu	
	1 Spring Break No School District Offices Open 	2 Spring Break No School District Offices Open	3 Spring Break No School District Offices Open	4 Spring Break No School District Offices Open	5 Spring Break No School District Offices Open
7	8 Start of 4th Quarter Montessori Parents (HPMP), Smith School- 5:30 PM Broadwater PTO- 6:00 PM	9 Superintendent's Parent Advisory Council, MBC- 1:00-2:00 PM Board of Trustees Meeting, FSLC - 6:00PM 4G's PT- 6:30 PM Jim Darcy PTO- 6:30 pm	10	11 Superintendent's Teacher Advisory Council, MBC- 3:45-5:00PM Bryant Alliance-6:00-7:00 PM Kessler Parent Partnership- 6:00 PM Montessori Orientation, Smith School- 7:00 PM Central Parent Council, Library- 8:15 PM	12 Rossiter Parent Noon Hawthorne Par 5:30-7:00PM District Music P
14	15 PAL Information Meeting - 4:00 PM	16 Youth Connections- 7:00 AM Chamber of Commerce parents for Smith School- 6:30 PM	17 HMS 5th Grade Extravaganza AM Hawthorne Parent Council Music Room- Noon	18 8th Grade Middle School Orchestra Festival	19 6th and 7th Gr Orchestra Fes
21	22 Staff Professional Development Day No School Grades K-12 District offices Open	23 HMS 5th Grade Parent Orientation, HMS Auditorium- 7:00 PM Board of Trustees Work Session, Jim Darcy Elementary - 4:00 PM Cross town Softball at Helena High- 5:30 PM	24 Montessori Lottery, MBC- 4:00 PM	25 Helena Youth Orchestra Spring Tour - 7:30 AM-2:45 PM; venues around Helena Broadwater Spaghetti dinner and BINGO night- 6:00-8:00 PM 4G's Spring Fling- 6:30 - 8:00 PM HHS Choir Night on Broadway - St. Paul's Methodist Church; 7:30 PM	26 Child Find Scr HHS Choir Nig Paul's Methodi
28	29	30			

